REPUBLIC OF ZAMBIA

Request for Expressions of Interest: Consultancy Services for Designing and Piloting of a Farmer-Led Irrigation Development (FLID) Intervention in Zambia

Ministry of Finance and National Planning, National Authorising Office of the European Development Fund | Ref. ZM-MOFNP-570604-CS-QCBS | Zambia

Background

The Government of the Republic of Zambia (GRZ) has received financing from the World Bank toward the cost of the Irrigated and Sustainable Agriculture for Transformation (ISAT) Project Preparation (P182068), and intends to apply part of the proceeds for consulting services. The Project Preparation Grant financing is intended to support the identification, technical assessment, and preparation of priority irrigation schemes that can be taken forward under the full ISAT operation. The consulting services include designing and piloting of a Farmer-Led Irrigation Development (FLID) intervention in Zambia.

Objectives and Scope of Work

The objective of the assignment is to support the design of a FLID component for the ISAT project, including the design and piloting of a Results-Based Financing (RBF) framework tailored to FLID. The consultant is expected to undertake: (a) a fast diagnostic covering FLID potential, private sector landscape, financing structures, and policy/legal barriers; (b) FLID intervention and RBF design, translating the diagnostic into feasible, scalable intervention models with defined Key Result Indicators; (c) piloting the methodology across 10 appropriate sites, onboarding providers, financial institutions, districts and farmers, and defining a Monitoring, Evaluation and Learning (MEL) framework; and (d) pilot implementation and evaluation, including deployment, execution of the MEL framework, and a structured assessment ranking the best-performing options.

The assignment is expected to be completed within seven (7) calendar months after signing of contract, between November 2026 and May 2027.

Shortlisting Criteria

- Must be a legally registered firm with a minimum of 5 years of continuous operations providing consultancy services.
- Experience in similar assignments, with evidence of at least three similar assignments completed in Sub-Saharan Africa within the past ten years, including at least one assignment related to Farmer-Led Irrigation Development or smallholder irrigation systems, and at least one involving performance-based or results-based contracting.

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- Proven track record working with government agencies, private sector actors, and development partners, with copies of contracts or completion certificates as evidence.
- Strong technical multidisciplinary expertise in Irrigation and Water Resources Engineering, Agricultural Economics, Market Systems Development, Private Sector Engagement, and Environmental and Social Risk Management.
- Managerial capabilities indicating the general qualifications and experience of Principals (key staff) and the structure of the organization.

A Consultant will be selected in accordance with the Quality and Cost Based Selection (QCBS) Method set out in the World Bank's Procurement Regulations for IPF Borrowers (Seventh Edition, September 2025).

Submission

Interested Consulting firms may obtain detailed Terms of Reference (ToRs) at the address below during office hours (08:00 to 17:00, Monday to Friday, except public holidays), or visit https://nao.gov.zm/. Expressions of interest must be delivered in written form to the address below (in person, by mail, by fax, or by e-mail) by 1 October 2026, at 10:00 hours Central African Time (+2 hours GMT), clearly marked "EXPRESSION OF INTEREST CONSULTANCY SERVICES FOR DESIGNING AND PILOTING OF A FARMER-LED IRRIGATION DEVELOPMENT (FLID) INTERVENTION IN ZAMBIA."

The Coordinator and Deputy National Authorising Officer, National Authorising Office of the European Development Fund, Ministry of Finance and National Planning, Plot No. 488a/37/0/1/4, Lake Road, Kabulonga, P.O. Box 50376, Lusaka, Zambia. Email: tenders.agriculture@nao.gov.zm. Telephone: +260 211 250828/250828.

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